

SABIT Technology Commercialization Program: Aviation

May 17, 2003 – June 14, 2003

Program Overview:

The SABIT Program has provided technical assistance and training to managers and scientists from the former Soviet Union since 1992. In addition to assisting economic restructuring in Eurasia, the program also provides an excellent opportunity for U.S. companies to develop strategic contacts and introduce their goods and services to key decision-makers in Eurasian markets. Since its inception, SABIT has trained roughly 2,500 interns, who have returned to their home countries to assume increasingly influential responsibilities in their companies, associations, and local, regional and federal governments. In May and June 2003, SABIT will be hosting a delegation of sixteen (16) representatives from the Eurasian aviation industry.

The Technology Commercialization: Aviation program will start on May 17, 2003 with an orientation in Washington, D.C. The delegation will receive business plan and cross-cultural training, and it will also meet with relevant governmental officials from the Department of Commerce and other government offices for an overview of the industry. After this initial period, the group will travel to Seattle, WA, and California, for meetings and site visits with host organizations, and return to Washington D.C. during the week of June 9, 2003 for additional training, meetings, and program review.

Program Goals:

The program aims to introduce delegates to U.S. aviation organizations that are willing to discuss the role of technology commercialization in the aviation industry, and how the commercialization process works in the United States. This will be done, in part, by exploring legal and regulatory aspects of commercialization, exposing delegates to the latest technologies, equipment, and manufacturing techniques utilized by U.S. companies, and promoting these same technologies and equipment to the delegates. The overriding purpose is to give a comprehensive view of the various steps involved with the technology commercialization process in the United States.

Program Topics:

- R & D in a Market Economy
- Commercialization Strategies
- Intellectual Property Rights
- Patents and Licensing Agreements
- Strategic Alliances
- Avionics
- Aircraft Engines
- Engine Components
- International Regulatory Issues
- Legal and Regulatory Aspects of Product Development
- Financing Resources and Venture Capital
- Marketing

Benefits to U.S. Hosts:

U.S. host companies are asked to provide ½ - 2 days of training to the delegation in any of the above topics or on relevant processes and technologies pertinent to the company's business activities. This training offers a valuable opportunity for U.S. organizations and companies interested in expanding their business to Eurasia. Not only will interested parties gain contacts with some of the leading pharmaceutical manufacturers in the region, but they will also have the opportunity to establish personal relationships with these executives, an important part of expanding activities into these markets. Upon returning home:

- A majority of SABIT interns maintain a relationship with their host company/companies.
- SABIT alumni frequently become distributors and/or representatives of U.S. companies and organizations.
- SABIT alumni facilitate contacts between U.S. and Eurasian companies.
- Alumni return to their countries with a better understanding of how U.S. companies conduct business, and what expectations potential U.S. partners have in a cross-cultural business relationship.

Program Financing:

To minimize the expense for host companies, the SABIT Program covers the costs associated with international and domestic airfare, accommodation, ground transportation, insurance, per diem for meals and incidentals, and interpreters, who travel with the group and provide simultaneous interpretation of meetings and training sessions. U.S. host companies are asked to contribute the costs of the training provided to the delegation.

For more information on hosting the delegation, please contact:

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